

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 00586 040914Z

15

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

----- 017374

R 040850Z FEB 75

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 3863

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

UNCLAS STOCKHOLM 586

FOR BIC/OIM

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: MARKET RESEARCH - AVIONICS AND AVIATION SUPPORT
EQUIPMENT.

REF: STATE 280405

1. IN VIEW MIXED CONCLUSIONS TO AVIONICS/AVIATION
SUPPORT EQUIP MARKET RESEARCH, POST DOES NOT BELIEVE
THIS THEME LENDS ITSELF TO FULL EXHIBITION AT THIS TIME.
2. WITH REGARD TO GROUND AVIONICS WE WISH REEMPHASIZE
PARSONS CONCLUSION THAT SHOW WOULD ATTRACT SIGNIFICANT
INTEREST FROM MAJOR END-USER, CIVIL AVIATION BOARD
(LFV), ONLY IF NEW DEVELOPMENTS OR IMPROVED SYSTEMS
ARE PROMINENT PART OF EXHIBITION; CONVERSELY DEMONSTRATION
OF EQUIPMENT WHICH ALREADY IN USE AND OBSERVABLE
IN EUROPE WOULD BE DISAPPOINTING AND COUNTERPRODUCTIVE.
3. AS NOTED REFTTEL EMPHASIS ON AIRBORNE AVIONICS WOULD
SERVE NO USEFUL PURPOSE EXCEPT WHERE SPECIAL DEMAND
EXISTS. 1/1/75 REQUIREMENT FOR COCKPIT FLIGHT RECORDERS
DOES NOT APPEAR TO HAVE BEEN FULLY COMPLIED WITH YET;
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 00586 040914Z

TRANSPONDERS AND EMERGENCY LOCATOR TRANSMITTER WILL

BE REQUIRED FOR MANY AIRCRAFT BY 1/1/76; DISTANCE MEASURING EQUIPMENT LIKELY TO BE REQUIRED IN NEAR FUTURE; SWEDEN LIKELY TO FOLLOW U.S. LEAD IF GROUND PROXIMITY WARNING SYSTEM REQUIRED. HOWEVER IT MUST BE REMEMBERED THAT SWEDISH UNIVERSE INCLUDES LESS THAN 1000 AIRCRAFT. OTHER SCANDINAVIAN POSTS ON BASIS INITIAL WORK ON MARKET BRIEFS DO NOT SEE SIGNIFICANT MARKET FOR AIRBORNE EQUIPMENT DEVELOPING THESE COUNTRIES EITHER.

4. CERTAIN AVIATION GROUND SUPPORT EQUIPMENT WOULD BE OF PARTICULAR INTEREST. ACCORDING TO LFV DIRECTOR AIRPORT SERVICES SECTION, PURCHASES OF BLOWERS AND BRUSH/BLOWERS FOR SNOW REMOVAL TO OCCUR ON REGULAR REPLACEMENT BASIS NEXT FEW YEARS; TRIP PLANNED THIS YEAR TO VIEW SNOW REMOVAL EQUIPMENT IN CANADA. PURCHASES LIKELY TO BE MADE IN 1976 OF HALF-DOZEN HEAVY AIRCRAFT MOVING TRUCKS AND APPROXIMATELY TEN SMALLER TRACTORS FOR NEW ARLANDA AND LANDVETTER AIRPORT FACILITIES. LFV ALSO EXPECTS TO CONSIDER MOBILE LOUNGE PURCHASES IN 1976. COPENHAGEN SALTHOLM AIRPORT WOULD PROVIDE ADDITIONAL SIGNIFICANT MARKET IF GO-AHEAD DECISION MADE.

5. IN VIEW THE NARROW APPEAL OF THIS THEME, THE DIFFICULTY EXHIBITING LARGE GROUND SUPPORT EQUIPMENT, AND THE QUESTIONABLE ABILITY TO PROCURE UNIQUE DISPLAYS, POST BELIEVES REGULAR EXHIBITION PROBABLY NOT BEST MODE FOR THIS THEME. SECTION 54.01 OF MARKET STUDY LENDS SUPPORT TO THIS CONCLUSION. STC RECOMMENDS INSTEAD JEEP AND STRONG ASSOCIATED TECHNICAL PRESENTATION PROGRAM PERHAPS UTILIZING MODELS AND AUDIO-VISUALS. BELIEVE THIS APPROACH WILL HAVE MORE APPEAL TO INTELLECTUAL AND TECHNICAL INTERESTS OF MAJOR END-USERS.

6. POST NOTES LOWER EXPECTED-PARTICIPATION COLLECTIONS WILL PRESENT A BUDGET PROBLEM AND THAT ANOTHER MAJOR SHOW WILL HAVE TO BE SCHEDULED DURING FALL SEASON.
STRAUSZ-HUPE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STOCKH00586
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750040-0230
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750272/aaaacnex.tel
Line Count: 99
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 280405
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 17 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 APR 2003 by RuthemTJ>; APPROVED <22 JAN 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MARKET RESEARCH - AVIONICS AND AVIATION SUPPORT EQUIPMENT.
TAGS: BEXP, SW
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006